

Message Text

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SUBJ: PROPOSED RAILWAY EQUIPMENT TRADE MISSION-
MARCH 1975

REF: STATE 173316

1. EMBASSY WOULD WELCOME USG TRADE PROMOTION EFFORT IN
AREAD OF RAILWAY EQUIPMENT. IN LIGHT OF SUBSTANTIAL
PURCHASES REPORTEDLY PLANNED BY GOVERNMENT - OWNED NIGERIA
RAILWAY CORPORATION (NRC) OVER NEXT FIVE YEARS, MARKET
LOOKS PROMISING. PRECISE EXTENT OF NRC PURCHASING PLANS
WILL NOT BE KNOWN UNTIL PUBLICATION OF FMG-APPROVED
THIRD NATIONAL DEVELOPMENT PLAN FOR 1975-80 (DRAFT
VERSION EXPECTED BEFORE END OF THIS YEAR); BUT ACCORDING
TO RELIABLE SOURCES, NRC HAS REQUESTED AUTHORIZATION FOR
FOLLOWING EXPENDITURE, AMONG OTHERS, DURING PLAN PERIOD
(A) UPWARDS OF SIXTY DIESEL MAINLINE LOCOMOTIVES,
PERHARPS CONSIDERABLEY MORE; (B) "A NUMBER"OF SHUNTERS,
PROBABLY ON ORDER OF TWENTY; (C) MORE THAN *,000 WAGONS
AND COACHES OF VARIOUSL DESCRIPTIONS; (D) ENOUGH STELL
TRACK TO REPLACE 963 MILES OF EXISTING 60 LB/YARD TRACK
WITH 80 LB/YARD OR HEAVIER (THIS WOULD ALSO INCLUDE
ENGINEERING AND CONSTRUCTION WORK, PROBABLY ON TURN-KEY
BASIS); AND (E) ENOUGH COMMUNICATIONS EQUIPMENT TO "COM-
PLETELY MODERNIZE "PRESENT NETWORK, INCLUDING RADIO,
COPER-WELD LANDLINE, AND PABX SYSTEMS. FURTHER DATA
AS REQUESTED REFTEL FOLLOW SEPARATELY.

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2. IN PLANNING FOR MISSION ASSUME COMMERCE WILL KEEP

IN MIND THAT THERE IS ESSENTILLY ONLY ONE BUYER OF RAILWAY EQUIPMENT IN NIGERIA. MISSION SHOULD THEREFORE BE WELL BALANCED TO AVOID TRIPPING OVER ITSELF, AND MAY WISH TO LIMIT DURATION OF STAY HERE TO LESS THAN ONE WEEK. IDEALLY THERE MIGHT BE ONE COMPANY SELLING LOCOMOTIVES (GENERAL ELECTRIC HAS CONTINUING EFFORT HERE AND WOULD PROBABLY WANT TO BE INCLUDED), A SECOND SELLING SIGNAL EQUIPMENT (GTE, ITT, AND MOTOROLA ARE HERE), ANOTHER CAPABLE OF DELIVERING TURN-KEY RAIL-LAYING PROJECT, ETC. FOLLOWING INITIAL GROUP MEETINGS WITH TOP-LEVEL MOT OFFICIALS AND NRC EXECUTIVE MANAGEMENT, MISSION MEMBERS COULD THEN SPLIT OFF FOR INDIVIDUAL MEETINGS AS APPROPRIATE WITH NRC/NOT ENGINEERING AND TECHNICAL STAFF AS WELL AS OUTSIDE AGENCIES WITH INFLUENCE ON BUYING DECISIONS. LATTER WOULD INCLUDE PORTS AUTHORITY, MIN. OF COMMUNICATIONS, MIN. OF INDUSTRIES, AND POSSIBLY INDUSTRIAL ENTITIES SUCH AS SUPERPHOSPHATE FERTILIZER CO., CEMENT COMPANIES, OIL COMPANIES, AND OTHERS WHICH ARE OR WILL BECOME MAJOR RAIL USERS. TO THESE VISITS WOULD BE ADDED INTERVIEWS WITH POTENTIAL AGENTS FOR COMPANIES THAT ARE INTERESTED.

3. MARCH '75 TIMING IS GOOD. BY THAT TIME 1975-80 DEVELOPMENT PLAN WILL PRESUMABLY BE APPROVED, PURCHASES AUTHORIZED, AND PURCHASING PLANS BETTER DEFINED. ASSUME NO SIGNIFICANT THEME OVERLAP WITH TECHNICAL SALES SEMINAR ON TRANSPORTATION CONSTRUCTION EQUIPMENT AND SERVICES, PLANNED FOR MAY '75; IN ANY CASE, OVERLAP PRESENTS NO PROBLEM ON THIS END.
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